



## Orange County Housing Report: Blazing Beginning

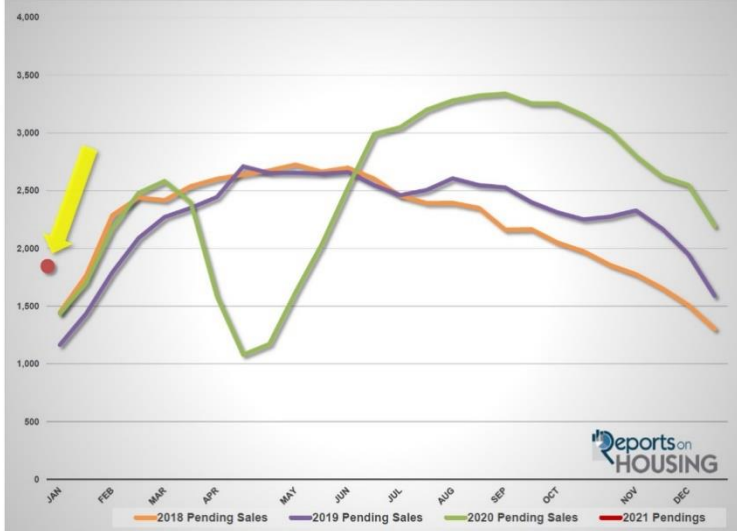
January 11, 2021

To go along with record low mortgage rates, it is the hottest start to a year since tracking began in 2004.

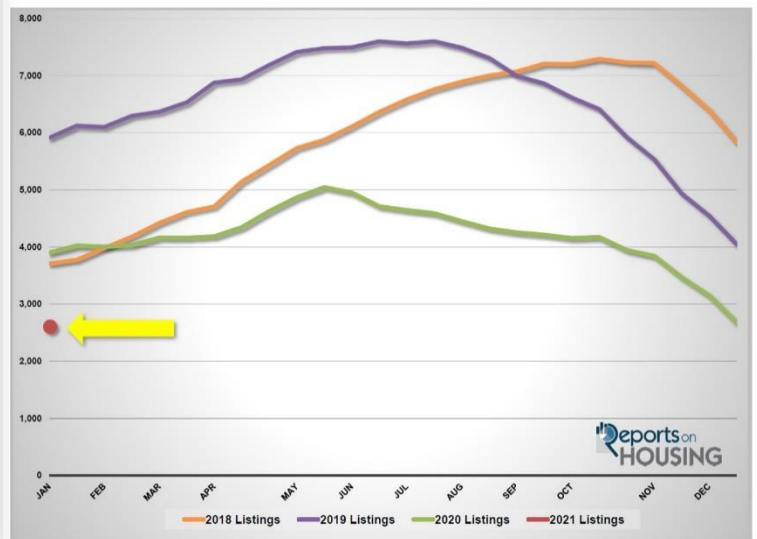
### Expected Market Time & Mortgage Rates to Start the Year

	2021	2020	2019	2018	2017	2016	2015	2014	2013	2012
<b>Expected Market Time</b>	42 Days	82 Days	152 Days	77 Days	84 Days	86 Days	101 Days	95 Days	47 Days	110 Days
<b>Mortgage Rates</b>	2.65%	3.72%	4.51%	3.95%	4.20%	3.97%	3.73%	4.53%	3.34%	3.91%

Orange County Demand Year Over Year  
Prior 30 Day Pending Snapshot



Orange County Active Listing Inventory Year Over Year



Price Ranges	Expected Market Time	Market Speed	Share of Housing Inventory	Share of Current Demand	Last Year
O.C. \$0-\$750k	29 Days		32%	47%	57 Days
O.C. \$750k-\$1m	26 Days		15%	25%	58 Days
O.C. \$1m-\$1.25m	36 Days		9%	10%	84 Days
O.C. \$1.25m-\$1.5m	51 Days		7%	6%	124 Days
O.C. \$1.5m-\$2m	55 Days		8%	6%	149 Days
O.C. \$2m-\$4m	124 Days		17%	6%	199 Days
O.C. \$4m+	373 Days		12%	1%	605 Days



## Orange County Housing Summary

- The active listing inventory decreased by 42 homes in the past two-weeks, down 2%, and now totals 2,633, its lowest level to start a year since tracking began in 2004. COVID-19 is not suppressing the inventory despite the surge in cases. In December, there were 24% more homes that came on the market compared to the prior 5-year average. Last year, there were 3,901 homes on the market, 1,268 additional homes, or 48% more.
- Demand, the number of pending sales over the prior month, decreased by 300 pending sales in the past two-weeks, down 14%, and now totals 1,895, its strongest start to a year since 2013. COVID-19 has no effect on demand. Record low rates are fueling today's exceptional demand. Last year, there were 1,434 pending sales, 24% fewer than today.
- The Expected Market Time for all of Orange County increased from 37 days to 42, a Hot Seller's Market (less than 60 days). It is the strongest reading to start a year since tracking began in 2004. It was at 82 days last year, much slower than today.
- For homes priced below \$750,000, the market is a hot Seller's Market (less than 60 days) with an Expected Market Time of 29 days. This range represents 32% of the active inventory and 47% of demand.
- For homes priced between \$750,000 and \$1 million, the Expected Market Time is 26 days, a hot Seller's Market. This range represents 15% of the active inventory and 25% of demand.
- For homes priced between \$1 million to \$1.25 million, the Expected Market Time is 51 days, a hot Seller's Market.
- For homes priced between \$1.25 million to \$1.5 million, the Expected Market Time is 55 days, a hot Seller's Market.
- For luxury homes priced between \$1.5 million and \$2 million, the Expected Market Time decreased from 57 to 55 days. For luxury homes priced between \$2 million and \$4 million, the Expected Market Time increased from 120 to 124 days. For luxury homes priced above \$4 million, the Expected Market Time increased from 304 to 373 days.
- The luxury end, all homes above \$1.5 million, accounts for 37% of the inventory and only 13% of demand.
- Distressed homes, both short sales and foreclosures combined, made up only 0.3% of all listings and 0.2% of demand. There are only 4 foreclosures and 5 short sales available to purchase today in all of Orange County, 9 total distressed homes on the active market, down 6 from two-weeks ago. Last year there were 45 total distressed homes on the market, more than today.
- There were 3,091 closed residential resales in December, 25% more than December 2019's 2,469 closed sales. December marked a 9% increase compared to November 2020. The sales to list price ratio was 98.7% for all of Orange County. Foreclosures accounted for just 0.2% of all closed sales, and short sales accounted for 0.3%. That means that 99.5% of all sales were good ol' fashioned sellers with equity.